



# Missouri Department of **AGRICULTURE**



# 2011 YEARLY REVIEW



# 2011 Yearly Review Contents

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## 2011 Missouri Agriculture AT A GLANCE

Missouri is home to over 108,000 farms spread across over 29 million acres of fertile farmland. Agriculture in Missouri continues to be as diverse as one can imagine. Below are farming facts for 2011 that paint a clear picture of what agriculture has to offer:

**7** Ethanol Plants in Missouri

**8** Biodiesel Plants in Missouri

**112** Wineries in Missouri

**200+** Farmers' Markets in Missouri

**1,300+** AgriMissouri Members

**58,000** Visitors to ThinkOutsidetheBarn.com

**79,000** Sheep in Missouri

**108,000** Farms in Missouri

**200,000** Horses in Missouri

**960,980** Hits to the Department Website

**3,100,000** Hogs and Pigs in Missouri

**3,300,000** Acres of Corn Planted

**4,150,000** Cattle and Calves in Missouri

**5,400,000** Acres of Soybeans Planted

**29,100,000** Acres of Farm Land

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## Letter from the Director of Agriculture

A year can make an industry grow stronger, together. In 2011, that couldn't be truer for many Missourians across the state as they faced numerous challenges from natural disasters and economic trials.

The flooding that began in southeast Missouri early last spring quickly became unmanageable for hundreds of Missouri farm families living along the Mississippi River. The water also rose in northwestern Missouri giving even more farm families a similar fate along the Missouri River. The tragedies of Mother Nature struck our state again in May devastating a rural community and forever changing the lives of many - Joplin will be remembered as our City of Hope.

As technology pioneer Steve Jobs once said "everyone here has the sense that right now is one of those moments when we are influencing the future." Through the leadership of Gov. Jay Nixon, our state's reaction to Mother Nature became known worldwide as Missourians faced the future by sticking together and fighting for one another.

When the rivers rose and tornados sent destruction through rural Missouri, the agriculture community stepped up to the plate to help those in need. Nearly \$200,000 in disaster funds and donations were made available through the Missouri Agriculture Disaster Fund to the thousands of Missouri families who needed it the most. In addition to the Fund, even more resources became available through other state programs and as commodity organizations rallied to help those in need.

The resilience that Missouri agriculture has adopted over centuries is much the same. Missouri's agriculture industry proves to be more powerful than ever. Missouri farmers continue to set records and persevere through any challenges that are put before them. Missouri is home to more than 108,000 farms on 29 million acres of farmland - it has risen to be a \$12 billion industry. In 2011, Missouri agriculture exports rose 71 percent. And research and technology in two hubs, St. Louis and Kansas City, are leading the way.

Missouri continues to rank in the top 10 for production of many commodities including soybeans, corn, cotton, rice, cattle, pigs, turkeys and broilers. There is no sign of letting up for Missouri farmers.

As new challenges and trials arise, our farmers will continue to tighten their belts to make things work for their families and all Missourians. They will continue to provide us with the most affordable, abundant, safest food supply in the world. As many of you have heard me say over the past year, "four out of four people eat." And that means we all have a stake in agriculture.

  
**Dr. Jon M. Hagler**  
*Director of Agriculture*



*Dr. Jon Hagler opens the 2011 Missouri State Fair during the Opening Day ceremony.*



**All of Missouri is Agriculture and...**

# **Agriculture is for all of Missouri.**



**C**onventional wisdom suggests that Missouri is a state divided between east and west, north and south, urban and rural. No matter where you live in Missouri, our multi-billion dollar agriculture industry touches your life.

From the rice and cotton fields of Missouri's Bootheel to the rolling pastures of northwest Missouri, growing crops and raising livestock is central to the livelihood and lifestyle of rural Missourians. However, agriculture is vitally important to urban areas as well.

**“It truly is impossible to overstate the role of agriculture in the lives of Missourians.”**

Missouri's cities have earned worldwide recognition as centers for plant, life science and animal health research. St. Louis, Kansas City, St. Joseph and Springfield are home to numerous manufacturers and processing companies that add value to Missouri's agricultural output. In fact, studies suggest that half of the jobs tied to the food export trade are located in

cities. Consider transportation, information technology and other industries that serve agriculture and it becomes very clear that Missouri's farms reach to every corner of the state.

Missouri ranks second in the nation in the number of farms. More than 240,000 Missourians are directly employed on farms and in agribusinesses. That number rises to 400,000, or 15 percent of Missouri's workforce, when you add food processors and other industries that add value to agricultural products. Missouri ranks second nationwide in beef cows, second in hay production, third in horses, fourth in rice, seventh in soybeans, ninth in corn and tenth in cotton. Missouri exports more agricultural products than 34 other states.

Agriculture's reach extends even farther in Missouri. Every motorist in the state benefits from Missouri's ethanol industry as 10 percent of every gallon of gasoline sold in the state comes from fuel grown in the soil. At the forefront of alternative energy, Missouri is also home to biodiesel plants and has the only farmer-owned biomass facility in the nation.

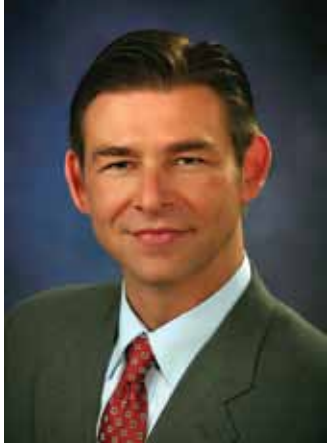
Consumers rely on the Missouri Department of Agriculture to certify commercial scales, gasoline pumps, fuel quality and even the meter in their taxicab—among a whole host of other things.

**“Missouri ranks second in the nation in the number of farms.”**

It truly is impossible to overstate the role of agriculture in the lives of Missourians. Agriculture is part of every day, from the milk and cereal we eat at breakfast to the cotton sheets and down pillows that accompany us to bed. When it comes to agriculture, there is no north or south, east or west, urban or rural. All of Missouri is agriculture and agriculture is for all of Missouri.



# Department of Agriculture Staff



**Dr. Jon Hagler**  
Director of Agriculture



**Dennis Baird**  
Deputy Director of  
Agriculture



**Jennifer Alexander**  
Executive Assistant to  
the Director



**Michael Warrick**  
General Counsel



**Rachel Mobley**  
Legislative Liaison



**Christine Tew**  
Communications  
Specialist



**Alan Clements**  
Fiscal Manager



**Robin Perso**  
Director of Budget &  
Planning



**Dana Kliethermes**  
Human Resources  
Manager



**Dr. Taylor Woods**  
Livestock Industry  
Senior Advisor



**Steve Allison**  
Special Assistant to  
the Deputy Director



**Jane McIntosh**  
Grants Manager



**Misti Preston**  
Director of Ag Business  
Development



**Linda Hickam**  
State Veterinarian  
Director of Animal Health



**Loyd Wilson**  
Director of Grain Inspection  
& Warehousing



**Judy Grundler**  
Director of Plant  
Industries



**Ron Hayes**  
Director of Weights,  
Measures & Consumer  
Protection



**Gene Wilson**  
Executive Director of  
the State Milk Board



**Tony Stafford**  
Executive Director of  
MASBDA



**Jim Anderson**  
Executive Director of  
Missouri Wine &  
Grape Board



**Mark Wolfe**  
Director of the  
Missouri State Fair





## Missouri Department of Agriculture Special Events & Initiatives

### Disaster Response

Mother Nature reared her head in 2011 with some of the most unprecedented natural disasters in the state's history. From severe thunderstorms and high winds to tornadoes and floods, thousands of Missourians' lives were impacted and devastated.

Responding to the 2011 Joplin tornado, the Missouri Department of Agriculture hosted a fundraiser that raised nearly \$20,000 in three days and sent those funds to help families in Joplin during immediate time of need. In addition, the Missouri Department of Agriculture developed the Missouri Ag Disaster Relief Fund to help Missouri farmers address the immediate needs of farm families, extended grants to non-profit organizations for infrastructure repair and clean up and helped individuals and organizations with major disaster grants. Under the relief fund and through donations made by the agriculture community, the Missouri Department of Agriculture gave nearly \$200,000 to Missouri farm families and rural communities in 2011.



*Director of Agriculture Dr. Jon Hagler visits with the Missouri National Guard after flood waters rise in southeast Missouri.*

During immediate recovery efforts after the Joplin tornado, the Department dispatched Agriculture Rapid Response Teams to the area to assist the Missouri National Guard with vehicle safety inspections and plant debris removal. Following flooding in southern Missouri and throughout the 24 counties affected by Missouri River flooding, the Department provided staff to assist in efforts to move individuals, livestock and personal property to safer areas. Department staff also assisted teams from USDA Farm Services Agency in identifying programs suitable for those in affected areas and distributing information to individuals, in addition to facilitating a series of town hall-style meetings throughout southeast and south-central Missouri. The Department's Hay Directory also served as a valuable resource for producers in Missouri and throughout the Midwest during the late-summer drought, which led to disaster declarations for more than 100 counties in the state.

The Department also worked in conjunction with the USDA, Missouri National Guard and fellow state agencies throughout recovery efforts. Early in the year, the Department collaborated with the Missouri departments of Public Safety and Transportation to address consumer and industry concerns about moving goods, livestock and necessary large equipment throughout the state.



*President Barack Obama and Missouri Governor Jay Nixon tour Joplin after a tornado rips through the city.*

## New AgriMissouri.com

In 2011, AgriMissouri, a program that highlights Missouri-grown and Missouri-made products, grew from 350 members to more than 1,300 - giving more consumers access to products made locally across the state and in their own communities. Through efforts and initiatives launched throughout the year, including more presence in urban areas such as St. Louis, Kansas City and Springfield, the program grew into a more recognizable name for Missourians and an easy place for consumers to connect with producers.

This year, the new AgriMissouri.com had more than 554,000 visits, compared to 41,145 in 2010. The increase was spearheaded by special projects and social media drives directing those becoming more interested in local products to AgriMissouri. Special initiatives included the 10,000 Garden Challenge, the Grow & Give campaign, a new Farmers' Market Weekly Report (seasonally) and videos featuring the great work and achievement of Missouri farmers. AgriMissouri also sponsored the Focus on Missouri Agriculture Photo Contest, which had more than 750 entries and the George Washington Carver Essay Contest for elementary students.

One of AgriMissouri's signature events is the AgriMissouri Market at the Missouri State Fair. This year saw record participation from member companies and a record amount of sales. Even with the challenges of the destructive storm that closed the Fair for half a day, the AgriMissouri market sold more than \$25,000 worth of products during the 11 day fair.



## 2nd Annual Military Appreciation Day – Honoring Veterans at the Missouri State Fair

Missouri Gov. Jay Nixon and Army Maj. Gen. Stephen L. Danner, adjutant general of the Missouri National Guard, honored Veterans during a ceremony at the Missouri State Fair – hosted by the Missouri Department of Agriculture.

Two Missouri Vietnam Veterans, Gregory W. Davis, of Cole Camp, and Retired Col. Donald E. "Doc" Ballard, of Kansas City, were specially recognized and given the Governor's Achievement Award for their service to the country with distinction while in uniform. They were honored for contributions made outside the military by giving back to their community as well. More than 100 Patriot Guard Freedom Riders joined the ceremony. Thousands attended to pay tribute to Missouri veterans.

In 2010, Gov. Nixon signed into law a bill that created the Missouri Vietnam Campaign Ribbon, which is awarded to current Citizen-Soldiers and Airmen of the Missouri National Guard who served on active duty in our nation's military during the Vietnam era between 1961 and 1975. There are 93 active duty National Guard Vietnam Veterans still serving today.



*"Missouri has a great tradition of supporting those who serve and Military Appreciation Day is a way of giving something back," said Director of Agriculture Dr. Jon Hagler. "With two first class military bases and a National Guard that is second to none, Missouri stands out in service to our country."*



## Food Safety & Consumer Protection

Ensuring the safety and security of Missouri's food system requires great collaboration and cooperation among producers, distribution centers and consumers, as well as among regulatory authorities overseeing the processes. The Department of Agriculture continues to strengthen existing partnerships in food safety throughout production and processing, as well as in consumer protection at the retail level.

In 2011, the Department of Agriculture addressed consumer issues related to improperly pasteurized milk products, salmonella-contaminated eggs, improperly labeled consumer propane and seafood, short-weight packages of meat products in grocery stores and the practices of a public waste disposal company improperly billing customers with an unapproved on-board weighing system.

During voluntary withdrawal and recall situations, the Department worked closely with the Missouri Department of Health and Senior Services as well as partners within the FDA and USDA to alert the public and remove products from store shelves. In 2011, the creation of a food safety listserve, including individuals, farmers' markets, produce auctions, independent retailers and producers, has allowed the Department of Agriculture to play a greater role in notifying consumers of potentially dangerous food items. During incidents involving cantaloupe, tomatoes, milk and other fresh produce and dairy products this year, the Department of Agriculture quickly and accurately notified up to 10,000 of the possibly-affected individuals via email alert and through social media channels.



## 10,000 Garden Challenge

Whether it was a home, community, church or school garden, Gov. Jay Nixon, First Lady Georganne Nixon and Director of Agriculture Dr. Jon Hagler challenged Missourians to get gardening as a way to grow nutritious food, get healthy exercise outdoors and provide a boost to their local economies.

In just eight months following the launch of Missouri's 10,000 Garden Challenge, more than 10,000 gardens were registered online at AgriMissouri.com as part of the effort to get more people growing produce. Winners of a \$500 gift certificate from Tractor Supply Company were awarded throughout the Challenge – totaling \$5,000 in prizes. In addition, schools, communities and farmers' markets were offered side incentives to get more Missourians growing together. The top 10 school, community and church gardens were recognized at the Missouri State Fair in August and each won a prize package valued at \$500.

The packages included \$150 gift certificates and gift boxes from Baker Creek Heirloom Seeds, 20 fruit trees from Stark Bro's. Nursery, 50 passes to the Missouri State Fair and gardening tools and supplies.

During the Challenge, more than 3,677,300 square feet (85 acres) of gardens were registered, as well as 429 patio, balcony and rooftop plots. The Department's AgriMissouri team partnered with nearly 50 community organizations and businesses, including farmers' markets, and five other state agencies to promote the Challenge throughout the state. Partners included: Stark Bro's. Nursery and Greenhouses, Baker Creek Heirloom Seeds, Tractor Supply Company, Morgan County Seeds, the City Market in Kansas City, Gateway Greening in St. Louis, Forrest Keeling Nursery and the Missouri departments of Natural Resources, Health and Senior Services, Elementary and Secondary Education and Corrections, as well as the Office of Administration.





## Livestock & Farm Protection Task Force

Director of Agriculture Dr. Jon Hagler, along with Missouri Highway Patrol Colonel Ron Replogle and Polk County Sheriff Steve Bruce, announced the latest successes of the Livestock & Farm Protection Task Force in 2011. The Task Force, reactivated in August 2009 by Gov. Jay Nixon, addresses the growing concerns of agriculture theft in communities across the state. Since 2009, law enforcement officials have recovered over \$2.5 million in property, investigated 815 rural crime incidents and made 162 arrests.

Rural crimes are classified by the Missouri State Highway Patrol as burglaries and theft of equipment, fuel, livestock, chemicals, metal and property damage or arson. Success stories of the Livestock and Farm Protection Task Force include:



- Macon County (\$750,000) - A northeast Missouri cattle fraud investigation involving the states of Nebraska, Iowa and Kentucky resulted in an indictment. As many as 1,500 head of cattle are suspected to have been defrauded from owners.
- Southeast Missouri (\$960,000) - A fertilizer investigation resulted in the identification of three suspects and involves state and federal criminal charges.
- Southwest Missouri (\$350,000) - A short-term undercover investigation into the theft of John Deere tractors led authorities to recover equipment valued at approximately \$350,000, as well as to arrest individuals across a multi-county area near Springfield.

The Livestock and Farm Protection Task Force members include the Missouri Department of Agriculture, Missouri State Highway Patrol, Missouri Sheriffs' Association, Missouri Office of Prosecution Services, Missouri Cattlemen's Association,

Missouri Pork Association, Missouri Farm Bureau, Missouri Livestock Market Association, Missouri Bankers' Association, University of Missouri Extension and the U.S. Department of Agriculture.

## MAESTRO

The Missouri Department of Agriculture announced in 2011 that free technical assistance is available for Missouri livestock producers installing energy efficient equipment on their farms thanks to an energy program called MAESTRO - The Missouri Agricultural Energy Saving Team-A Revolutionary Opportunity.

MAESTRO looks at ways to save energy on farm operations and farm residences through the installation of energy efficient equipment. Since its launch in January, the program has completed audits on many farms and connected farmers in every corner of the state with technical assistance and support.

Program incentives include free technical assistance, energy management plans (a \$1,500 value for only \$250, free if you install the recommended equipment). Home energy audit (a \$500 value for only \$125), 75 percent cost-share on the total project cost, not to exceed \$5,000, loan buy down to 3 percent (up to \$50,000), and a 5 percent loan guarantee for loans up to \$50,000.



## International Marketing

From start-up agribusinesses with dreams of marketing their products worldwide to top innovators taking the leap into international business, the International Marketing Program helps Missouri agribusinesses compete in the 21st century. International marketing specialists have helped hundreds of Missouri companies connect with other countries. From shipping Missouri hardwood and softwood lumber to China to transporting dairy cattle to Mexico to facilitating the sales of soy protein to Taiwan, the marketing team has been successful in pairing Missouri with the world.

### o Exports in 2011

Food and Kindred Products	up 21%	Agriculture Product	up 71%
Wood	up 35%	Beverages & Tobacco	up 17%

The Department's International Marketing Program facilitated \$15 million in export sales in fiscal year 2011, prepared more than 6,300 Certificates of Free Sale (which represents more than \$76.8 million in sales). Agricultural exports create jobs. It is calculated that for every \$125,000 in export sales one job is created. For Missouri, that means that over 15,000 Missouri jobs, distributed equally in both urban and rural areas, were created from agricultural exports.

## 2011 Focus on Missouri Agriculture Photo Contest

The striking image of a hard working woman hefting a bale of hay onto the bed of a pickup truck, captured in the truck's mirror, was selected as the Best of Show in the 2011 Focus on Missouri Agriculture Photo Contest, sponsored by the Missouri Department of Agriculture. The photograph, submitted by Colene McWilliams of Ray County, was chosen out of nearly 750 photos submitted by amateur photographers from all regions of Missouri.

The winning photos were displayed in the Agriculture Building at the Missouri State Fair and are now available online at [mda.mo.gov](http://mda.mo.gov). A list of the 2011 winners are:

### **BEST OF SHOW:**

"Getting the Job Done" by Colene McWilliams of Ray County, Mo.

### **CATEGORIES:**

#### **THE BEAUTY OF THE FARM:**

Winner: "Sunset from a Barn Loft" by Heather Aulgur of Marshall, Mo.  
Runner Up: "On My Way To Work" by Tammi Elbert of Washington, Mo.

#### **FACES OF THE FARM:**

Winner: "Just like Pops" by Karen Kinsler of Elsberry, Mo.  
Runner Up: "Chicks Dig Me!" by Chris Mattson of Stanberry, Mo.

#### **THE FARMER'S LIFE:**

Winner: "Preparing a Meal" by Alex Snyder of Green Castle, Mo.  
Runner Up: "Tractor Trouble" by Danelle Engel of Worth County, Mo.

#### **THE PRIDE OF THE FARM:**

Winner: "Wheat Harvest" by Trinnade Hughes of Nevada, Mo.  
Runner Up: "Lily" by Charmian Petal Stanley of Carrollton, Mo.

#### **CHILDREN'S BARNYARD:**

Winner: "Old Red Barn" by Cody Jedlicka, age 5, of Rover, Mo.  
Runner Up: "Baby Blue Jays" by Simeon Yemm, age 10, of Marquand, Mo.



*BEST OF SHOW*



*WINNER - Children's Barnyard*



*WINNER - The Pride of the Farm*



*WINNER - Faces of the Farm*



*WINNER - The Farmer's Life*



*Missouri Governor Jay Nixon and First Lady Georganne Nixon are joined by Dr. Jon Hagler in awarding Kansas City sixth grader Liz Mann with a \$200 savings bond.*

## George Washington Carver Essay Contest

As part of the 2011 National Agriculture Week, the Missouri Department of Agriculture launched a new initiative to engage more youth in two of the cornerstones of agriculture – science and history. Missouri fourth, fifth and sixth grade students were asked to participate in the first George Washington Carver Essay Contest. More than 650 students responded with essays about the life of a great agriculture pioneer born in Missouri. The contest judges from the Missouri Department of Agriculture, St. Louis Public Library, George Washington Carver National Monument in Diamond, Mo. and the George Washington Carver National Museum in Tuskegee, Ala. chose a winner in each grade and an overall winner to be recognized at the 2011 Missouri State Fair Opening Day Ceremony by Gov. Jay Nixon and Director of Agriculture Dr. Jon Hagler. Winning essays were displayed in the Agriculture Building throughout the State Fair. Liz Mann, a Kansas City sixth grader, was the overall winner and received a \$200 Savings Bond.



## Missouri State Fair



The 2011 Missouri State Fair will be well remembered for the awards it received and the outstanding growth of the First Lady's Pie Contest and Military Appreciation Day, as well as new additions like Missouri's Bluegrass Day. Gov. Jay Nixon and First Lady Georganne Nixon spent several days on the grounds, hosting events, visiting with youth exhibitors and taking in the many competitions, exhibits and entertainment opportunities with more than 343,000 other fairgoers from every corner of Missouri, surrounding states and throughout the world.

In 2011, the Missouri State Fair was recognized as one of the best in the world by the International Association of Fairs and Expositions (IAFE). Among the more than 20 honors received, the Missouri State Fair was awarded the Best of Division title in the Agricultural Awards of Excellence Contest and the Excellence in Competitive Exhibits award in the Competitive Exhibits Contest. The Missouri State Fair vied for awards with 80 other U.S. and international fairs and festivals with similar attendance.

The return of the First Lady's Pie Contest drew 48 entries, up from 21 in 2010, from bakers throughout Missouri. Participants ranged in age from their early-20s to mid-80s, and all were excited to visit with First Lady Nixon during the awards presentation.

Thousands of music lovers gathered throughout the fairgrounds on Bluegrass Day, sponsored by AgriMissouri, to hear music by some of Missouri's greatest singers, players and pickers, including Grand Ole Opry member, seven-time International Bluegrass Association female vocalist of the year and Missouri native Rhonda Vincent.

The emergency preparedness efforts of the Missouri State Fair team, the Missouri State Highway Patrol, the Missouri National Guard and countless exhibitors and volunteers were exercised this year as straight-line winds struck the fairgrounds overnight on two

occasions, toppling tents and activating the Mathewson Exhibition Hall as an emergency shelter. Fortunately, there were no lives lost or serious injuries reported, and the Fair reopened to guests within hours.

## International Marketing and Trade

In October 2011, Gov. Jay Nixon and Director of Agriculture Dr. Jon Hagler accompanied more than 60 representatives from Missouri companies and commodity organizations to China on a trade mission. The trip proved to be a success with \$4.6 billion in export agreements signed to sell more Missouri goods to China over the next three years. China continues to be an important market for U.S. agricultural products.

Missouri exported nearly \$1.16 billion worth of products to China in 2011. Agreements with China are valuable for the continued growth of Missouri's economy.

Missouri's top 10 export recipient countries are Canada, Mexico, China, Korea, Japan, Belgium, Singapore, Germany, Brazil and the United Kingdom. Those countries account for about 95 percent of the state's export revenues.

## Value-Added Grants Total \$1 Million

The Missouri Department of Agriculture awarded 12 Missouri agricultural projects Value-Added Grant Funds in 2011 to assist them in converting their agriculture commodities and by-products into more valuable end products. 2011 recipients included:

- Kurzweils' Country Meats, Garden City
- Southeast Missouri Pellet Plant Project, Dexter
- Shady Grove, LLC, Ste. Genevieve Pilot Grove
- Missouri Biomass Producer Supply Chain Consortium LLC,
- Scaggs Rock-N-Lime Incorporated, Patterson
- Heintz Processing, Cuba

The Missouri Agricultural and Small Business Development Authority (MASBDA), housed within the Missouri Department of Agriculture, administered value-added grants to foster new enterprises that will aid rural economic development. The grants are funded from the sale of tax credits and can be used for business planning purposes, such as feasibility studies, marketing plans, business plans and legal assistance.



## Ag Business Development

*The Department of Agriculture's Agriculture Business Development Division works day in and day out to create opportunities for success for Missouri farmers and agribusinesses by connecting them to consumers. Division staff work to facilitate growth by providing Missouri agricultural operations with business counseling and training on a sector-by-sector basis.*

### AgriMissouri

From juicy, ripe cantaloupe and dazzling greenhouse perennials to tasty pastries and delightful scented candles to a home-grown cornucopia at the farmers' market and down-home hospitality of bed and breakfasts, AgriMissouri has become consumers one-stop source for all the excitement Missouri agriculture has to offer.



In 2011, AgriMissouri completed a comprehensive re-development of the program that included a new website, new membership structure and a creative marketing and outreach plan. For years, AgriMissouri membership had hovered around 300 members, but in 2011 membership soared to more than 1,300 members – connecting more producers to consumers than ever before. AgriMissouri continues to reach consumers through AgriMissouri.com and numerous fairs, festivals and special events throughout the state.

### AgriMissouri Success - Float Trip Pickles

Missouri company Float Trip Pickles became a member of AgriMissouri just this year opening their business in April. The AgriMissouri marketing team offered business tools to help them get started, including creating bar codes for all of their product's labels. Since then, AgriMissouri has helped promote Float Trip Pickles' products at a fund raising luncheon for Joplin tornado victims and offered Float Trip Pickles' products in the AgriMissouri store at the State Fair.

### Specialty Crop Block Grants

The Missouri Department of Agriculture selected 16 projects across Missouri to receive funding provided by the USDA Specialty Crop Block Grant Program. The funds awarded totaled over \$314,000 for Missouri projects. Organizations who recieved the grants consisted of: University of Missouri, Community Action Agency of St. Louis County, Farmers' Market of the Ozarks, Columbia Farmers' Market, Menorah Legacy Foundation, River Hills Elderberry Producers, Missouri Wine & Grape Board, Missouri Department of Agriculture and Lincoln University.

### Organic Cost-Share

Missouri's Organic Cost-Share Program offers reimbursement of 75 percent or up to \$750 of any producer, processor or handler's USDA Organic Certification through a block grant funded by the USDA. A newly expanded outreach effort and improved communications led to a 40 percent increase in participation in the program during the 2010-2011 funding cycle. As a result, the USDA increased funding for this program from an initial amount of \$50,000 for the 2009-2010 cycle to \$85,000 for the 2011-2012 cycle. USDA/NRCS also added Missouri staff to their training curriculum for county agents working with farmers to implement organic programs. Most importantly, Missouri is seeing a rapid growth in organic producers and environmentally responsible land management.



## Events

The Missouri Department of Agriculture continues to participate in events where we have a history of partnership such as the 'Best of Missouri' at Missouri Botanical Garden, Farmers' Market of the Year presentation, 'Harvest Fest' at the Governor's Mansion, as well as many conferences, tradeshow, workshops and other special events. In 2011, AgriMissouri participated in several new events and strengthened previous involvement with events such as Congressman Russ Carnahan's FarmBill Symposium, Missouri Beginning Farmers Workshops, Midwest Grape and Wine Conference, Women in Agriculture Conference, Latino World Food Fest in Kansas City and the 10,000 Garden Challenge events.

AgriMissouri also participated in Governor's Ag Achievement Award presentations and the 2011 Thank A Farmer Day event.

One of AgriMissouri's signature events is the AgriMissouri Market at the Missouri State Fair. This year saw a record participation from member companies and a record amount of sales - over \$25,000 worth of products.



## Latino World Food Tour

For the first time, this year AgriMissouri teamed up with Carter Communications to sponsor the Latino World Food Tour in Kansas City. This was a two week long event that highlighted a different Missouri Latino owned restaurant each day. Throughout the day, ads for the event and AgriMissouri were aired on Kansas City radio, promoting the importance of minority owned businesses in creating food and farming jobs as well as getting nutritious balanced foods to underserved communities. During live feeds from each location, staff also promoted the accessibility of farmers' markets to minority communities and the Beans and Greens program in Kansas City, which doubles EBT (food stamp) dollars at farmers' markets. The estimated reach of this effort was more than 50,000 people per day.

## Market News

Missouri producers rely on market information that guides them in their daily farm activities - whether to sell or not to sell and when may be a good time to buy. This important information is a driver for their family farms and the stability of rural communities. The Market News team, made up of 15 market reporters, brings this timely information to the fingertips of farmers in Missouri and surrounding states each day. This competitive advantage allows them to make timely, sound business decisions.

A total of 113 livestock markets sell Missouri's cattle, swine, horses, goats, sheep and exotics. In 2011, Market News reported record or near record prices paid to producers for corn, cash soybeans and feeder steers. The Show-Me Select Heifer Program saw a record as well with a set of registered bred heifers weighing 1,150 pounds at \$2,650/head, with the top end commercial heifers seeing upwards of \$2,000-\$2,200/head.



*Corbitt Wall, a USDA market reporter based in St. Joseph, discusses livestock grading with members of the Missouri Department of Agriculture Market News staff.*



## Animal Health

*The Department of Agriculture's Animal Health Division, under the direction of the state veterinarian, promotes and protects Missouri's diverse and dynamic livestock industry. The assistance and oversight by the Division ensures greater market access for livestock and companion animals. The Division is responsible for the control and eradication of livestock diseases and to maintain and enhance the integrity of the state's animal industries. The Animal Health Division operates two diagnostic laboratories in Jefferson City and Springfield.*

### Animal Disease

Missouri loses an estimated \$300 million annually as a result of livestock disease and parasites.

**CWD** - The Missouri departments of Agriculture, Conservation and Health and Senior Services and the U.S. Department of Agriculture announced in 2011 that a captive white-tailed deer in Macon County had tested positive for Chronic Wasting Disease (CWD). CWD is a neurological disease found in deer, elk and moose.

The animal that tested positive for CWD was a captive white-tailed deer inspected as part of the State's CWD surveillance and testing program. Preliminary tests were conducted by the USDA National Veterinary Services Laboratory in Ames, Iowa. Upon receiving the confirmed CWD positive, Missouri's departments of Agriculture, Conservation and Health and Senior Services initiated their CWD Contingency Plan.

CWD is transmitted by live animal to animal contact or soil to animal contact. CWD has been documented in deer and/or elk in Colorado, Illinois, Kansas, Maryland, Michigan, Minnesota, Montana, Nebraska, New Mexico, New York, North Dakota, Oklahoma, South Dakota, Utah, Virginia, West Virginia, Wisconsin, and the Canadian Provinces of Alberta and Saskatchewan. There has been no evidence that the disease can be transmitted to humans.



### MISSOURI TRICHOMONIASIS REGULATIONS

Trichomoniasis, also known as Trich, is a venereal disease in cattle that can cause infertility of cows and heifers, abortions and prolonged calving seasons. Trich is spread from bull to cow/heifer or from cow to bull through breeding.

Trichomoniasis can be prevented and controlled through proper management.

**What requires Trichomoniasis testing?**

- Bulls sold, bartered, leased or traded within the state of Missouri and
- Bulls 24 months of age and older or any non virgin bulls

**Exceptions:**

- Bulls going directly to slaughter
- Exotic cattle and buffalo
- Virgin bulls less than 24 months of age

**What happens if my bull is positive?**

- Bull will be sent to slaughter
- All bulls and cows (open or less than 120 days pregnant) will be quarantined

**Testing Requirement:**

- PCR (1 test required) or
- Culture (three tests required)

For more information, please contact the Missouri Department of Agriculture at:

P.O. Box 630  
Jefferson City, MO 65101  
Phone: (816) 751-3577  
mda.mo.gov

**LP AI** - A Low Pathogenic Avian Influenza outbreak was quickly contained and eradicated in 2011.

Training sessions on operating the foaming equipment provided the necessary preparation to efficiently and humanely depopulate the positive premises. The initial positive sample was identified by the Department of Agriculture's Veterinary Diagnostic Laboratory during routine disease surveillance testing. International trade was re-instated.

**EIA** - In 2011, a required surveillance test for Equine Infectious Anemia (EIA) discovered a positive animal in northeast Missouri. An additional positive animal was confirmed on the positive premises, which resulted in an extensive epidemiological investigation. Over 800 equines in the region were tested to ensure the disease was contained and eradicated from the high density equine population.

**Trichomoniasis** - Missouri began enforcing the new Trichomoniasis regulations for bulls sold, leased, bartered or traded within the state in September. The new regulations require bulls be tested for the venereal disease, also known as 'Trich.' Trichomoniasis can be financially devastating for producers by reducing reproduction and live births in herds infected with the disease. In 2011, Missouri tested thousands of samples from livestock producers and buyers in Missouri, Oklahoma, Arkansas and other states at the Animal Health Laboratory in Springfield using PCR technology.



## Animal Health Advances

Through the acquisition of USAHerds software, the Animal Health Division has advanced its ability to serve producers, consumers and animal health professionals with more timely information and tracking capabilities to ensure the health status of Missouri livestock. The software allows the division to communicate among all programs, improving their capability to keep contact information current and electronically store all forms, inspections and documents in a functional format.

In addition to technical advances this year, great emphasis has been placed on developing partnerships among state and federal agencies, as well as local organizations and individuals. Following positive test results for Equine Infectious Anemia, Low Pathogenic Avian Influenza, Listeria, Canine Brucellosis, Tuberculosis and Chronic Wasting Disease, the Department of Agriculture has communicated and coordinated response efforts with the Missouri Department of Health and Senior Services, the Missouri Department of Natural Resources, the Missouri Department of Conservation, the University of Missouri, the USDA Animal and Plant Health Inspection Service, the USDA Food Safety and Inspection Service and the Food and Drug Administration among others.

## Veterinary Labs

Missouri's Animal Health Diagnostic Laboratories are operated under the direction of the state veterinarian and were established to help identify, control and eradicate diseases that threaten the profitability and marketability of Missouri's livestock and livestock products.

Laboratory services are free for tests required by a state/federal cooperative eradication program. In Missouri, the two diseases covered by a cooperative program are pseudorabies and brucellosis.

The Veterinary Diagnostic Laboratory located in Springfield, has tested over 5,000 bovine for Trichomoniasis, confirming over 2,000 positive cases from approximately 40 Missouri counties. The increased prevalence of the disease prompted the passage of regulations to require testing of bulls bartered, leased or borrowed within Missouri, enforcement of the regulations began in September 2011.



In 2011, the Veterinary Diagnostic Laboratory acquired equipment to decrease the time required to prepare samples for PCR testing, thus drastically improving efficiency. This has enabled the laboratory to meet the demands of the increased submissions and maintain the turnaround time requested by our clients. The sample submission for diagnosis of Trichomoniasis and BVD has greatly increased during the past year. The laboratory has increased the services provided with the addition of a pathologist and additional regulatory confirmation testing of Johne's cultures via PCR. An after hours drop box further increases customer service.

## Animal Care Program

The Animal Care Program enhanced the standards of animal care as a result of the Missouri Solution. Funding for the program has enabled the division to hire six additional field staff and a veterinarian. New enforcement provisions have led the department toward an increase in enforcement actions against repeat offenders.

## Agri-Security

Missouri is one of the most diversified agriculture states in the nation. Its agricultural industry is vulnerable to agri-terrorism due to the endless miles of fields and pastures. The need for constant improvement of agri-security awareness and best practices is crucial to the agriculture community.

The Agri-Security program was involved with a variety of weather related incidents this year. The initial incident occurred in late January as record snows blanketed the state. In the southeast portion of the state, the flooding in the Bird's Point flood plain and adjoining areas required a large commercial swine unit be evacuated and several head of horses and cattle moved to a safe area in preparation for the demise of the levee. The tornado which impacted Joplin had minimum impact on the

livestock in the region. However, there were a few herds with significant loss and assistance, including some financial restitution, was made available. The severe flooding in the northwest sector of Missouri did not precipitate the evacuation of livestock and primarily affected grain production entities.





## Grain Inspection & Warehousing

*Missouri's Grain Inspection and Warehousing is comprised of two programs that administer the Missouri Grain Warehouse Law, the Missouri Grain Dealer Law and the United States Grain Standards Act. These laws promote and protect commerce in the interest of grain producers, merchandisers, warehousemen, processors and consumers. They also promote a uniform, official inspection system for the orderly marketing of grain. In addition, this Division collects and disburses funds for nine commodity merchandising programs.*

### Grain Inspection Services

Grain Inspection Services was profitable for the second year in a row. Revenue was three percent higher in 2011 than the previous year. The increase comes despite an overall decline in business for the year.

The decline in business was due to flooding along the lower Mississippi River in the spring that impacted much of the grain trade in southeast Missouri. A similar scenario occurred along the Missouri River and hampered grain loading facilities in northwest Missouri. Inspection totals for 2011 were over 385,000, down from 407,000 inspections during calendar year 2010.

In September 2011, the program was once again designated as the USDA's official grain inspection and weighing authority in the state of Missouri. The designation is for a three year period.

Other significant improvements include the addition of more than 30 grain grading licenses throughout the program and increased efficiency in billing and collections, resulting in lower past due and uncollectable invoices.

Grain Inspection Services continues to monitor fee schedule rates as well as cooperative agreements with other official service providers and contractual arrangements with grain companies to ensure that positive cash flow is maintained.



### Grain Regulatory Services

Grain Regulatory Services program experienced a very stable year during 2011 with no losses for Missouri grain producers from grain dealer or warehouse insolvencies. Although the program goal of zero losses was met, numerous regulatory improvements continue to be implemented in the program.

### Licensing

The program took proactive measures against 16 current licensees who applied for renewal in 2011. Most cases were denied because of insufficient working capital, net worth or both. In some cases bond increases were required before licenses were renewed, in others additional capital was required. This activity illustrates an increased focus on loss prevention through the stringent examination of license applications. In 2011, a thorough review of the licensing process was documented to make sure the agency has sufficient checks and balances in place while also streamlining the process to handle both new and renewal applications in a timely manner.



## Statute Changes

In 2011, program management worked with the industry and the General Assembly to modernize the financial requirements for obtaining grain dealer and warehouse licenses. The changes were defined in Senate Bill 356, which was designed to protect Missouri producers by ensuring dealers and warehouses are financially sound and have the ability to pay for grain. The changes included adjustments to minimum net worth, working capital and securities.

Program staff worked diligently to educate licensees and producers about the changes and how they can best prepare for their next renewal application.



## Audit Staff

Beginning in January 2011, the program was fully staffed in the field with 11 auditors. Quarterly training sessions have continued to educate staff on best audit practices and benchmarking for specific audit scenarios. 2011 performance goals for completed audits were exceeded. An important new undertaking in 2011 was the auditing and verification of electronic warehouse receipts for grain. Licensees are able to electronically issue and cancel warehouse receipts which are provided to banks for collateral purposes. Department of Agriculture auditors play a key role in verifying sufficient grain inventory is available to cover the outstanding negotiable/collateral warehouse receipts. Missouri was part of a pilot project along with eGrain, Inc. to utilize this new and exciting technology which will be rolled out to 36 states in 2012.

Auditor Ken Henderson was recently elected to his fourth term as secretary to the National Association of Grain Regulatory Officials. Chris Klenklen, Program Administrator, has spent much of his summer working on flood issues and coordinating with other state and federal agencies on disaster assistance in southeast and northwest Missouri.

## Missouri Ag Mediation Program

The Ag Mediation Program continues to conduct agricultural mediations in disputes between USDA programs and Missouri farmers who participate in those programs. To date, requests for mediation services are 17 percent higher than 2010. This trend will most likely continue as we see more risk management cases dealing with crop insurance issues related to flooding and droughts. Program Accountant Joe Walker serves on the Bylaws Committee for the Certified Ag Mediation Program which organizes the 36 states conducting mediations under a USDA grant.

## Commodity Services Program

The Commodity Services Program (CSP) is responsible for check-off collections on nine Missouri commodities and has the responsibility of conducting seven annual merchandising council elections on behalf of the director.

The program collected \$21.9 million in check off revenue in fiscal year 2011. The program also posted a significant reduction in delinquent accounts through rigorous outreach and an improved correspondence process.





## Plant Industries

*Missouri's Plant Industries Division is comprised of four bureaus, which together administer state and federal laws that facilitate agricultural production through consumer and environmental protection for Missouri producers and citizens.*

### Missouri Pesticide Program

The Missouri Pesticide Program is responsible for regulating the distribution, sale and use of all pesticides in the state of Missouri. During 2011, the program performed 6,918 pesticide inspections and investigations, maintained the 31,674 licensed pesticide applicator database and proctored 2,592 pesticide examinations to 1,340 participants. Over \$19,000 has been collected in civil penalties, primarily for misuse cases.



### Emerald Ash Borer

Continued EAB statewide survey efforts have not discovered additional EAB populations in the state. The existing Wayne County location was discovered in 2010. MDA placed over 400 traps across the state at high-risk areas in 2011. Traps were removed and reviewed in 2011 and all were found to be negative for EAB. Management efforts in Wayne County include continued survey work to determine the extent of the infestation and reduce the amount of ash trees available for the beetle to use as a food source. A new technique in 2011 to reduce the food source was establishing "lethal trees" near the epicenter of the infestation, done by injecting infested ash trees with a systemic insecticide effective for several years. These activities contribute to the overall cooperative survey and management activities in the area being conducted by USDA, Army Corps of Engineers, Missouri departments of Agriculture, Conservation and Natural Resources and the University of Missouri.

Currently, the Plant Industries Division manages over \$370,000 in annual grants from USDA to combat the emerald ash borer. The EAB technical team recently met to evaluate their survey strategy and establish plans for 2012 survey and management efforts.

An EAB Outreach Coordinator was hired with funding from a federal grant through USDA-APHIS-PPQ to manage the communications efforts of our multi-agency Emerald Ash Borer Action Team. The coordinator created a logo to brand all outreach efforts, developed a newsletter to inform stakeholders, created audience-specific frequently asked questions (FAQ) handouts, initiated a multimedia outreach campaign through Learfield Communications using radio, billboards and print ads emphasizing the message of "don't move firewood", and sent several targeted mailings to stakeholder groups. The coordinator worked with the St. Louis and Springfield Cardinals on special events as well as radio ads, using the ash bat tie-in to baseball and emerald ash borer. The coordinator redesigned the cooperative EAB website, which is housed within the University of Missouri Cooperative Extension Service.



## School IPM Program

Integrated Pest Management (IPM) in schools emphasizes strategies that prevent pest problems, which in turn reduces the need for pesticide applications. The Missouri School IPM Working Group provides overall guidance to the program with broad representation from groups and agencies involved with schools. Their collective activities and resources can facilitate expansion of IPM education opportunities and potential adoption into additional schools. The Missouri Department of Agriculture was awarded a \$51,000 grant from EPA for School IPM work.

## Fresh Fruit and Vegetable Inspections

Fruit and vegetable inspections assure buyers and sellers of this highly perishable product that commodities are graded and packed to conform to established USDA standards. To facilitate that, one state program coordinator is based in Monett, Mo. and covers all terminal market inspections in southern Missouri, northwest Arkansas, northeast Oklahoma and southeast Kansas. These inspections are requested by Missouri produce wholesalers who feel the produce received does not meet the grade requested or ordered. The program is a State and USDA-Agricultural Marketing Service cooperative effort and assures national consistency of requirements with similar programs throughout all 50 states. The program coordinator is also certified to conduct food safety audit inspections for Good Agricultural Practices (GAP) and Good Handling Practices (GHP) when requested by farmers and processors.



## Thousand Cankers Disease of Walnut

Thousand Cankers Disease of Walnut continues to be a serious threat to Missouri's forest and agricultural resources. After the national conference organized by the Missouri Department of Agriculture and the Missouri Department of Conservation in November of 2009, the Department has continued to lead the national effort to protect black walnut in its native range. In April 2010, the Missouri Department of Agriculture enacted the first state quarantine in the nation to prohibit walnut wood and its unprocessed by-products from nine western states. Since then, eleven other states have enacted similar quarantines. The state entomologist is a member of a national technical working group led by the U.S. Forest Service which recently finalized a National TCD Response Framework and serves to identify and prioritize steps to combat this pest threat.

In 2011, the Missouri Department of Agriculture wrapped up a statewide TCD survey in cooperation with the Department of Conservation. The cooperative survey visited nearly 300 high risk sites statewide including walnut sawmills, municipalities, campgrounds and locations reported by landowners to have declining walnut.



## Feed, Seed & Treated Timber

The Bureau of Feed, Seed and Treated Timber regulates the feed, seed and treated timber industries. The focus continues to be on providing food safety and consumer protection. The Feed and Treated Timber laboratory acquired a Gas Chromatograph with a Thermionic Nitrogen/Phosphorus detector and has begun the development of an analytical method for Propiconazole and Tebuconazole, which are found in preservatives for treated timber. Over the last few years, preservatives containing azoles have captured the majority of the market. Currently, the laboratory sends all samples containing azoles to an outside laboratory for testing which slows the results being available for the industry and our ability to address deficiencies in a timely manner.

The Feed Control Laboratory has also acquired two new HPLC systems. One system will be used to develop mycotoxin testing methods for Aflatoxin, Vomitoxin, Fumonisin and other known mycotoxins found in grain used for livestock feed and pet food. This HPLC system will also be used as a backup for Lysine and Lasalocid testing. The other new HPLC has been verified for testing Vitamin A, which will alleviate issues with running three methods on the original HPLC in the laboratory. The laboratory is also participating in a collaborative study for the development of an official AOAC method for Vitamin A using HPLC.



## Weights, Measures & Consumer Protection

*As the chief consumer protection agency in the state, the Weights, Measures & Consumer Protection Division maintains surveillance of commercial weighing and measuring devices, including fuel quality. The Division promotes uniformity in laws, regulations and standards to achieve equity between buyers and sellers. Sales of products and services impacted by weights and measures laws represent over 50 percent of U.S. gross national product totaling over \$4.5 trillion.*

### Device & Commodity Inspection Program

Technology advances continue at the Missouri Department of Agriculture in the Device & Commodity Inspection Program to improve electronic transfer data from the field to the office.

The Device & Commodity Program inspectors are again conducting USDA Country of Origin Labeling (COOL) inspections. In 2011, inspectors completed inspections at 78 retail grocery stores. COOL provides consumers with the country of origin on which to make purchasing decisions for beef, pork, lamb, goat, poultry, fruits, vegetables, ginseng and certain nuts. In addition, seafood labels must have both country of origin and method of production (farm raised or wild caught) information.

A consumer alert regarding the method used by a trash service to determine overage charges for their customers became a topic in 2011. An investigation determined the company was using a non-commercial scale to weigh. The Inspection Program worked with the business to correct the situation.



### Fuel Quality Program

New vapor pressure analyzers with additional testing capabilities and better network connectivity were purchased to replace older troubled units. These advancements reduce maintenance costs, speed data entry and allow additional testing not previously performed. Upgraded software was purchased and installed in 2011 for the laboratory's two gas chromatographs, enhancing the lab's ability to determine the amount of ethanol in gasoline, and the amount of glycerin in biodiesel. Upgraded software has decreased reporting time and store results, and eliminated several operational bottlenecks. These tests are critical for ensuring the quality and success of alternative fuels.

The Fuel Quality Program is conducting its third motor oil survey in as many years. As in former surveys, the test results are identifying two areas of concern for consumers of motor oil in Missouri. The Cold Crank Simulator Test determines the viscosity of lubricants at low temperatures, and is directly related to engine cranking and ease of operation at colder temperatures. The Kinematic Viscosity test measures the flow properties of oil and is critical in determining oil's suitability for any vehicle or application.



## Petroleum Device & Safety Program

Effective January 2011, owners of aboveground petroleum storage tanks were required to demonstrate proof of financial responsibility for their locations. As part of inspection protocol, Fuel Device Safety Inspectors issue a notice of violation if a location is unable to provide proof of insurance. Personnel working at a location are not always aware of or have access to this type of information. In an effort to streamline this process, the Petroleum Storage Tank Insurance Fund (PSTIF) provides the Petroleum Device and Safety Program a list of aboveground storage locations that have obtained insurance through their organization. Employees have been assisting tank owners with compliance efforts so their locations will be eligible for participation in PSTIF. The goal to have 50 percent of locations in compliance by the end of 2011 was met.

## Metrology Laboratory Program

The Metrology Program computerized laboratory operations to reach the goal of an entirely paperless records and documentation system. Customer calibrations are done entirely on laptop computer utilizing Microsoft Excel applications that self generate certificates and collect, correlate, and display statistical quality control information. Statistical quality control measures are in place to monitor all measurement services. The two-year project to develop and implement an electronic customer record system will be completed in 2012. A new Quality Manual and Administrative Procedures has been drafted and adopted to comply with NIST Handbook 143 / ISO 17025 International Standard. A new mass comparator was purchased and placed into service in the mass 3 lab in the range of 20 g to 1 mg. New mass working and check standards were purchased and placed into service to provide better service and statistical quality control assurance for our customers.





## Missouri Agricultural and Small Business Development Authority

*The mission of the Missouri Agricultural and Small Business Development Authority (MASBDA) is to promote the development of agriculture and small business and to reduce, control and prevent environmental damage in Missouri. To further this mission, the Authority provides additional sources of financing to farmers and agribusinesses at interest rates that are below conventional rates.*

### Program Additions

In 2011, the Missouri Agricultural and Small Business Development Authority (MASBDA) added four new opportunities for farmers and agribusinesses to its repertoire of assistance programs for Missouri agriculture. The Missouri Department of Agriculture was awarded a \$5 million grant from the US Department of Energy to improve energy efficiency on Missouri livestock farms. MASBDA is uniquely qualified to administer the financial incentives portion of the new program and is currently working with farmers, MDA, EnSave, Inc. and the University of Missouri to provide these opportunities to farmers. MASBDA staff have also worked with the Missouri Department of Natural Resources in evaluating agricultural applications for their Energy Center programs funded from the American Reinvestment and Recovery Act.

In addition, MASBDA has been selected by the USDA Rural Development office as a funding recipient for the Intermediary Relending Program (IRP) to initially finance the Missouri Agribusiness Revolving Loan Fund. This new program will offer fixed rate loans to agribusinesses, ag processors and ag support businesses located in rural Missouri.

### Value Added Loan Guarantee Program Expansion

MASBDA has also expanded its Value Added Loan Guarantee Program to offer loan guarantees to qualifying Missouri agribusinesses, allowing businesses like feed and agricultural supply stores, veterinary clinics, food processors and equipment manufacturers to participate alongside Missouri's agricultural producers. A qualifying agribusiness is defined as any business whose primary customer base is producers of agricultural goods and products or any business whose function is the support of agricultural production or processing by providing goods and services used for producing or processing agricultural products. Borrowers qualifying for the Value-Added Loan Guarantee Program may also qualify for the Missouri Linked Deposit Program, administered by the Missouri State Treasurer's Office, which provides funds at reduced interest rates to lenders which are then shared with agricultural borrowers.

### Livestock Feed and Crop Input Loan Guarantee

A new program to aid farmers in obtaining commercial financing for livestock feed and livestock feed crop inputs are now available from MASBDA. The Livestock Feed and Crop Input Loan Guarantee offers a 50 percent first-loss guarantee on collateralized loans up to \$40,000 from a commercial lender that are made for the purchase of livestock feed or crop inputs for producing livestock feed. The program is designed to encourage lenders to continue offering credit to farmers even with increasing input costs and tight credit markets. Borrowers are also eligible for reduced rate funding through the Missouri Linked Deposit Program.







## More than \$1 Million Awarded in Value-Added Grants

In March 2011, MASBDA awarded 12 value-added grants totaling more than \$1 million to producer groups with the goal of fostering new enterprises that will aid rural economic development. The grants are funded from the sale of tax credits and can be used for business planning purposes, such as feasibility studies, marketing plans, business plans, and legal assistance. The maximum

individual grant is \$200,000 with at least 10 percent of the available funding going to grant requests of \$25,000 or less. The applicant is required to provide a 10 percent cash match toward the eligible expenses. Projects funded for 2011 included a dairy processing facility, compost bagging operation at a beef feedlot, meat and poultry direct marketers, and several biomass energy projects.

## Three Producers Receive Dairy Early Planning Grants

In April 2011, MASBDA awarded dairy early planning grants to three dairy producers wishing to expand or begin operations in Missouri.

This funding will enable Missouri's dairy producers to work with qualified dairy business planning professionals to develop a business plan to facilitate startup, improve profitability, increase production and encourage modernization and expansion of dairy farms in Missouri. The Dairy Planning Grant shall not exceed \$5,000 or finance more than 90 percent of the cost of the business plan, whichever is less. The dairy producer is required to pay at least 10 percent of the cost of the work done. Funding for the grant is provided by the Missouri Soybean Association and the Missouri Dairy Growth Council.



## Industry Development

Beyond the industry recruitment efforts, the Missouri Department of Agriculture's Missouri Agricultural and Small Business Development Authority (MASBDA) promotes the development of agriculture and small business and works to reduce, control and prevent environmental damage in Missouri. This year, the Department awarded 12 Missouri agricultural projects with Value-Added Grant Funds, totaling \$1 million, to assist them in converting their agriculture commodities and by-products into more valuable end products. In addition to grant funds, the Authority provides additional sources of financing to farmers and agribusinesses at interest rates below conventional rates. MASBDA added four new opportunities for farmers and agribusinesses to its range of financial assistance programs for Missouri agriculture, which already includes direct loans, loan guarantees, grants, tax credits, and bonds. The program also oversees major grant funds, including the \$5 million Missouri Agricultural Energy Saving Team – A Revolutionary Opportunity grant and the Intermediary Relending, Value-Added Loan Guarantee and Livestock Feed and Crop Input Loan Guarantee programs, as well as the Missouri Agricultural Disaster Relief Fund. This year, the program has managed the distribution of over \$6.9 million.

## MASBDA Commissioners

Kelly Forck, Chairman  
Jefferson City, Mo.

Phil Howerton, Vice-Chairman  
Chilhowee, Mo.

Brooks Hurst, Member  
Tarkio, Mo.

Robert Culler, Member  
Caruthersville, Mo.

Sherry S. Jones, Member  
Dawn, Mo.

Rosanne Hays, Member  
Monroe City, Mo.

Steven B. Martin, Member  
Portageville, Mo.

Dr. Jon Hagler, Ex Officio  
Jefferson City, Mo.

Tony Stafford, Secretary  
Jefferson City, Mo.

Sid Douglas, Legal Counsel  
Gilmore & Bell  
Kansas City, Mo.



## MASBDA Programs

Beginning Farmer Loan Program

Animal Waste Treatment System Loan

Single-Purpose Animal Facilities Loan  
Guarantee

Missouri Value-Added Grant Program

Missouri Value-Added Loan Guarantee

New Generation Cooperative Incen-  
tive Tax Credit

Agricultural Products Utilization  
Contributor Tax Credit

Family Farm Breeding Livestock Tax  
Credit

Qualified Beef Tax Credit Program

MAESTRO

Missouri Agribusiness Loan Fund

Livestock Feed and Crop Input Loan  
Guarantee

Missouri Agriculture Disaster Relief  
Fund

Eligible Facility Borrower Program

Missouri Rural Economic Stimulus Act

Alternative Loan Program

Crop and Livestock Loan Guarantee  
Program

## State Milk Board

*The State Milk Board, operating under cooperative agreements with FDA and USDA, administers milk regulatory sanitation programs in Missouri that play a key role ensuring food safety. Board personnel, along with contracted agencies, perform dairy plant and farm inspections, equipment testing, training and consultation that assure uniformity of procedures and uninterrupted supply of safe and wholesome milk products interstate.*

*The Board consists of 12 members, ten nominated by the Director of Agriculture, appointed by the Governor and confirmed by the Senate. Two members are from the state departments of Health and Senior Services and Agriculture.*

### Grade “A” Milk Regulatory Services

The Grade “A” Regulatory Services Program protects the public by providing sanitary inspection services to ensure safe and wholesome milk products are available for interstate commerce and consumption. More than 1,050 dairy farms are inspected by the State Milk Board and its contract agencies each year. The State Milk Board pasteurizing equipment is tested and sealed at least one time every three months to ensure food safety is maintained. There are 21 pasteurizers currently regulated.

The program inspects twenty Grade “A” processing plants at least one time every three months. Large volume Missouri processors are Hiland Dairy Foods, Springfield; Prairie Farms Dairy, Hazelwood; Roberts Dairy and Belfonte Ice Cream and Dairy, Kansas City; Central Dairy, Jefferson City. Five small Producer/Processor plants under Grade “A” inspection are Shatto Dairy, Osborne; Memory Lane Dairy, Fordland; Ozark Mountain Creamery, Mountain Grove; Weiler Dairy, Rutledge; Green Hills Harvest, Purdin.

No food borne illnesses have resulted from Grade “A” milk or milk products under inspection of State Milk Board.



### Manufacturing Grade Milk Regulatory Services

The Manufacturing Grade Regulatory Services Program operates under the recommendations of USDA and Missouri Manufacturing Grade Milk Laws and Regulations and plays a critical role in food safety by providing sanitation inspection services and equipment testing for milk that is processed into items like cheese, butter and sports shakes.

Twenty-four Manufacturing Grade Milk processing plants are inspected at least one time every six months. Large processors under inspection are Kraft Inc, Springfield; Schreiber Foods, Carthage, Clinton, Monett, and Mt. Vernon; Dairy Farmers of America, Cabool, Monett, and Springfield; Madison Farms Butter, St. Louis; Milnot, Seneca; Heartland Creamery, Labelle; Central Dairy, Jefferson City; Jasper Products, Joplin; DairiConcepts LP, Eldorado Springs; Beyond Organic, Koshkonong.

A recent evaluation of the Manufacturing Grade Milk Regulatory Services found State Milk Board to be in compliance with USDA recommendations.

### State Milk Board - Board Members

Karen M. Prescott, Chairman  
Springfield, Mo.

William B. Siebenborn, Vice Chairman  
Trenton, Mo.

Randy Mooney  
Rogersville, Mo.

Greg Helbig  
Springfield, Mo.

Erwin P. Gadd  
Jefferson City, Mo.

Dr. Linda Hickam, DVM  
Jefferson City, Mo.

Pat Shannon  
Jefferson City, Mo.

Thomas Sigel Owen  
Marshfield, Mo.

Patricia M. Mahoney  
St. Louis City, Mo.

Alfred Brandt  
Linn, Mo.





# Missouri Wine & Grape Board

## Missouri Department of Agriculture Export Involvement

Mount Pleasant Winery was recruited by the Missouri Department of Agriculture International Marketing staff to participate in the 2010 SIAL Show in Shanghai – China’s international food and beverage exhibition. Participation in Missouri’s booth at the SIAL show resulted in initial export sales of approximately \$100,000 with future sales expected. Mount Pleasant Winery continues to develop both direct to consumer and small distribution networks. Today their business growth is at 30 percent and China is playing a part in that success.

In 2010, Mount Pleasant Winery sold over 50,000 gallons of wine from their Augusta and Branson locations and through wholesale at retail stores.

## Wine Sales

The 21st Amendment says that individual states, not the federal government, have the primary authority to regulate alcoholic beverage sales and recognize that alcohol is different than other consumer products and its sale should be regulated effectively. Some states do not allow internet sales to their states due to the laws in place. In Arkansas, for example, laws on alcohol sales are affected due to alcohol-free or “dry counties”. In Arkansas, Missouri wineries can sell through wholesale distribution but not direct to consumer in Arkansas. Some states do not prohibit internet sales – Missouri included. The only sales of alcohol prohibited nationally are the sale to minors. Internet sales of alcohol require an adult signature upon delivery.

\*\* Currently, 37 states and Washington D.C. allow direct shipments to consumers including internet sales.

## Riedel Glass

Riedel, the world’s leading wine glass company, designed a wine glass in 2011 for the Norton varietal as part of its tradition of designing a glass’ shape according to the character of the wine. One of Riedel’s founding family members, Georg Riedel, led an expert panel composed of 17 members of the wine industry in tasting Norton wine in numerous different glasses to determine which glass best compliments the wine.

## Grapes/Wines Impact on Economy

The grape and wine industry’s impact is significant in areas not affected by most other agricultural industries. When wineries are opened, bed and breakfasts, restaurants, motels, craft shops, and other tourist attractions soon follow. As the industry matures, these “clusters of tourism” are developed statewide as in the case of Augusta.

In 2009, the economic impact of wine and grapes in Missouri was over \$1.6 billion.

• Number of operating wineries	114	• Cases of Missouri wine produced	491,721
• Number of vineyards	393	• Retail value of Missouri wine	\$59.2 million
• Vineyard acreage	1,600 bearing acres	• Winery revenue	\$42.4 million
• Grape Crop Size	4,400 tons	• Wine related tourism expenditures	\$175.7 million
• Full-time equivalent jobs	14,051	• Number of wine related visits	817,000
• Wages paid	\$386.5 million		

## Wine and Grape Board - Board Members

Mr. Peter Hofherr, Chairman St. James, Mo.	Mr. Chuck Dressel Augusta, Mo.	Mr. Jon Held Hermann, Mo.	Mr. Martin J. Strussion Sainte Genevieve, Mo.
Mr. Cory Bomgaars, Vice-Chairman President-Missouri Vintner's Association Rocheport, Mo.	Ms. Katie Knott-Gill President-Missouri Wine Marketing & Research Council Steelville, Mo.	Mr. Matthew K. Kirby Higbee, Mo.	
Mrs. Barbara Gibbs Ostmann Marketing Committee Chairwoman Gerald, Mo.	Dr. Jon Hagler Director of Agriculture Jefferson City, Mo.	Mr. Ken Meyer Springfield, Mo.	
		Mr. Jason Gerke President-Missouri Grape Growers Association Platte City, Mo.	



## Missouri State Fair

*The Missouri State Fair continues to be the state's largest agricultural and tourism event with exhibits showcasing livestock, row crops, horticulture and floriculture. The State Fair plays an important role in shaping Missouri agriculture, contributing to the state's economy and educating the public about the importance and necessity of agriculture. It features agribusiness exhibits and displays of Missouri-produced commodities.*



### Success!

The 2011 Missouri State Fair has many successes to celebrate as the annual 11 day event proved to be a destination of choice for Missourians seeking affordable family fun. With an attendance of more than 343,000 citizens, the Missouri State Fair enjoyed a 7 percent increase from 2010.

The Fair highlighted the role of agriculture in innovation by expanding recently established programs in the areas of science and robotics including its very popular Science Street Fair. A new program called AgScape Tours transported nearly 475 St. Louis and Kansas City metro-based children and adults to the Fair this year to participate in science activities.

### Military Appreciation Day

The Department of Agriculture rallied a record-setting Military Appreciation Day audience on the first Sunday. In addition to a full day of fun activities, service men and women and their families were honored in a special ceremony, with more than 2,500 people in attendance. The participation of motorcyclists from the Patriot Guard Riders set a stirring benchmark that will be hard to top.

### New Events

New programs that enjoyed much success included Missouri Farmers Care Food Drive Tuesday, and the Bluegrass Festival. Returning programs that also enjoyed strong standings were the First Lady's Pie Contest which had an unprecedented growth and more than doubled its number of participants and the Sale of Champions, which garnered more than \$114,000 for youth in agriculture programs.

### Agriculture Exhibits Increase

Other noteworthy accomplishments celebrated at the 2011 Missouri State Fair included entry numbers coming in at nearly 30,000, and Missouri 4-H and FFA participants numbering more than 4,000. The Fair proved again to be the State's premier agriculture showcase, honoring its agricultural roots while offering something for everyone.





## Fair Awards

The Missouri State Fair is known in the fair and festival industry for its quality agriculture program, typically ranking high in award competitions offered through the industry's trade organization, International Association of Fairs and Expositions (IAFE). In 2011, the Missouri State Fair earned top awards as Best of Division – Excellence in Agricultural Awards Contest, and Excellence in Competitive Exhibits – Competitive Exhibits Contest. The Fair received 11 additional first place awards, including Overall Program for Competitive Agricultural Exhibitors and Overall Agricultural Program for the Non-Agricultural Fairgoing Public. The Fair placed second and third in seven other award categories.

*The Missouri State Fair received an Excellence Award for Leadership in Recognition of Outstanding Efforts in Recycling - This award was presented by the Governor on behalf of the Missouri Recycling Association (MORA).*

### Competitive Exhibits Awards

- Excellence in Competitive Exhibits – Overall Award for Division 3
- 1st: Use of Fair's Theme Throughout Competitive Exhibits
- 1st: New or Unique Strategy to Increase the Number of Competitive Exhibitors or Attract New Competitive Exhibitors (AgScape Tours)
- 1st : Competitive Exhibit Display Photo Series (Super Teen Contest)

### Agricultural Awards

- 1st Place: Green Program (Show Me the Green: Conservation, Energy and Innovation – 2nd Science Saturday)
- 1st Place: Consumer Protection Program (4-H and FFA Youth Advocating and Demonstrating Safe Exhibition of Livestock)

### Communications Awards

- 1st: Newspaper Ad – Color Print (Rural Lifestyle Showcase)
- 1st: Radio
- 1st: Best Use of Social Media
- 1st: Integrated Publicity Case Study (Military Appreciation Day)



## Serve Weather & Safety Measures

In 2011 the safety measures put in place to protect Missouri State Fairgoers were tested on more than one front and the results were very positive. Severe weather events, including dangerous wind speeds and lightning required that emergency procedures be implemented on two consecutive nights. With the cooperative efforts of MSHP, Missouri State Fair Firefighters, Missouri State Fair Commission and staff, necessary preparations were made including an evacuation of the campgrounds. It is noteworthy that as a result of this well orchestrated effort, there were no human or animal injuries. While the fairgrounds lost power and experienced a good deal of damage to trees and temporary structures during the early morning storm on August 19, fairgrounds staff, Fair Commissioners, vendors and volunteers from the Department of Agriculture, MoARNG and Whiteman Air Force Base were able to return the fairgrounds to a safe, usable condition in time for a 3:00 p.m. opening.

## Valued Partnerships

Producing an annual fair requires the combined effort of more than the Missouri State Fair Commission and Missouri Department of Agriculture. It is the outcome of partnerships with private industry, numerous state agencies and a wide assortment of agriculture based (and other) organizations.

The state fair also enjoys the support and participation of Missouri's most respected agriculture based organizations. Most visible to the fairgoer would be the Pork Place and Beef House each operated by their respective organizations and the Agriculture Building, which is home to many agriculture based organizations and commercial exhibitors. The Missouri State Highway Patrol brings a detail to the Fair each year that provides a level of security that the Fair could not begin to accomplish without their participation. The State Fair Commission provides MSHP a zone office located on the Fairgrounds which they use year-round. The Missouri Department of Conservation has a district office, maintenance facility and educational pavilion on Fairgrounds property and during the annual fair, they provide a very popular display in their educational pavilion. MoDOT plants and maintains the Highway Gardens each summer and uses of the adjacent building during the fair for their displays. The Department of Natural Resources assumes responsibility for the Womans Building and surrounding yard, filling them with interesting educational displays and entertainment.

Although a little different than other categories of partnerships, any description would be incomplete without including the Missouri Fire Fighters' Association. In exchange for a nominal contracted fee and use of the Fair's fire station for meetings periodically throughout the year, they provide emergency services during the Fair including fire protection, paramedic / EMS and first aid. They also bring all associated equipment including fire trucks and ambulances.

## Missouri State Fair Commission

Dr. Jon Hagler, Director of Agriculture  
Jefferson City, Mo.

Steve Luecker  
New Haven, Mo.

Jan McElwrath  
Kennett, Mo.

Ron Scheiderer  
Salisbury, Mo.

Ted Sheppard  
Cabool, Mo.

Barbara Hayden  
Sedalia, Mo.

Jack Magruder  
Kirksville, Mo.

Lowell Mohler  
Jefferson City, Mo.

Elizabeth Schlueter  
Troy, Mo.

# Media Outreach

The Missouri Department of Agriculture's public information and communications efforts serve the agricultural community and all Missourians with timely, informative and unbiased information on agricultural issues, opportunities and successes through mainstream and social media avenues. Throughout the year, the hard work of Department staff and our agricultural leaders is highlighted in statewide, regional, local and industry publications and broadcasts.

In 2011, the communications office addressed more than 500 inquiries from the media, including program info, agricultural facts and statistics. Department staff also participated in interviews with more than 80 media outlets representing Missouri-based publications.

2011 included widespread coverage of key accomplishments, including a featured editorial promoting rural broadband in Rural Missouri magazine and a two-page, full color spread featuring the Focus on Missouri Agriculture Photo Contest in Missouri Ruralist magazine. The Department's accomplishments were also highlighted throughout the U.S. and internationally, including efforts to ensure animal welfare through the Animal Care Program, Director Hagler's travels to China with Gov. Nixon and agricultural leaders, disaster recovery efforts, the establishment of the Missouri Agriculture Disaster Relief Fund and a feature story highlighting Director Hagler and the Department written by and published in Today's Farmer Magazine – India.

The Missouri Department of Agriculture responded to more than 500 media inquiries in 2011. The top topics by number of inquiries:

- 1) Animal Care Program [26%]
- 2) Disasters and their impact on Missouri Agriculture [13%]
- 3) Financial Assistance Programs and Opportunities [10%]
- 4) Animal Disease (including EIA, EHV, LPAI, Trich & CWD) [9%]
- 5) 10,000 Garden Challenge [8%]

The Department published nearly 100 statewide media releases, as well as 23 media advisories and more than 50 regional media releases.

## Social Media

### Missouri Department of Agriculture



794 fans  
More than 200,000 views



1,000 followers  
910 tweets



671 blogs written  
58,500 views

### AgriMissouri



1,075 fans  
More than 250,000 views



600 followers  
503 tweets







## 2011 Legislative Review

Gov. Nixon's commitment to agriculture was made clear in his first inaugural address when he recognized that Missouri could not move forward unless agriculture moved forward. In 2011, Gov. Nixon once again made good on that commitment by signing into law SB 356, HB 458 and SB 161.

SB 356 and HB 458 were significant omnibus bills that created the Farmland Trust Program, strengthened the State's grain dealer and warehousing laws to better protect farmers, updated our noxious weed laws and saved the State money by allowing for the brand book to be published in electronic form.

Working closely with farm organizations, industry leaders, state animal welfare groups and the administration, the Department was able to craft and pass SB 161, the Missouri Solution. This historic piece of legislation creates stronger standards for living conditions, veterinary care, space and state enforcement for commercial breeders, kennels, boarding facilities, shelters and rescue groups in our Animal Care Program on a common sense timeline and in a manner that ensures legitimate dog breeders stay in business.

As a result of the passage of SB 356, HB 458 and SB 161, agriculture was strengthened, animal welfare improved and protection for farmers was expanded—a tremendous accomplishment for the Nixon administration and the State of Missouri.

The Department also provided information and helped legislators with constituent issues on a wide range of topics, including providing information on financial aid programs, disaster assistance and animal welfare issues.

# Grants

*In 2011, the Department of Agriculture received and administered a total of 39 awards in the form of competitive grants, cooperative agreements and contracts totaling \$10,499,326. One project received \$5 million in U.S. Department of Energy stimulus funds.*

## **Emerald Ash Borer Outreach**

**Grant Award: \$244,673**

Since the 2008 discovery of EAB in Missouri, a multi-agency team of state and federal plant pest experts have worked together to minimize the impact. The EAB Outreach program works to educate the public of how EAB is spread, and how to identify and report potential new finds. The EAB outreach coordinator hired through this grant has established a statewide media campaign and first-detector trainings to raise public awareness.



## **National Food Animal Veterinary Institute**

**Grant Award: \$500,000**

The Missouri Department of Agriculture is taking the lead role in addressing the national shortage of food-animal veterinarians in partnership with the Louisiana Department of Agriculture and Forestry, Missouri Western State University and leaders from the Kansas City Animal Health Corridor. The unique partnership received a \$500,000 grant from USDA Rural Development to create a business plan and pilot program to advance the training of animal health professionals. The National Food Animal Veterinary Institute will be based in St. Joseph, Mo.

## **Missouri Agricultural Energy Savings Team (MAESTRO)**

**Grant Award: \$5,000,000**

This statewide program is designed to reduce costs by improving energy efficiency on small Missouri livestock and poultry farms. The program aims to serve farms that do not require a confined feeding operation permit that mandates extensive effluent disposal requirements.

## **Missouri Thousand Cankers Disease Survey**

**Grant Award: \$32,161**

Thousand Cankers Disease of Walnut has recently been discovered to be causing mortality in walnut in at least eight western states, as well as in eastern Tennessee. It is particularly lethal to black walnut, which is of tremendous economic importance in Missouri. Missouri has over 55 million black walnut trees, more than twice the number of any other state. Missouri also averages over 16 million pounds of harvested black walnut nuts each year, with some harvest years exceeding 30 million pounds. The Missouri Department of Conservation estimates that TCD could cause over \$36 million in statewide wood products losses annually, over \$35 million in statewide nut production losses and over \$65 million total in statewide urban street tree losses.



## **Homeland Security Grant Program – Agri-Security**

**Grant Award: \$129,450**

Purchasing of USAHerds software to enhance the Animal Health Division's ability to keep data and support the overall mission of the Department of Agriculture.

## **Homeland Security Grant Program – Agri-Security**

**Grant Award: \$80,000**

Funds support the emergency preparedness position and employment of an agri-security specialist.

## **National Organic Certification Cost-Share Program**

**Grant Award: \$85,000**

This program, funded with a total of \$5 million in federal monies, allocates the monies to state organic programs in proportion to the number of organic producers and handlers within each state. The state organic programs, in turn, reimburse each eligible producer or handler for up to 75 percent of their certification costs, not to exceed \$750.



## Specialty Crop Block Grants (SCBG)

**Grant Award: since 2007 - \$1,395,254**

**Forty-nine projects have received funding since 2007 and to date 21 have been completed.**

### 2011 Grant Awards:

- **University of Missouri**

**Grant Award: \$7,402**

The Cold Hardiness Evaluation of Redhaven Peach Floral Buds on Eleven New Rootstocks

- **University of Missouri**

**Grant Award: \$15,294**

2012 Missouri Blueberry School and Workshops

- **Community Action Agency of St. Louis County**

**Grant Award: \$30,000**

The Community Farm: Expanding Markets, Increasing Access

- **University of Missouri**

**Grant Award: \$15,095**

Elucidating the Role of Walnut Curculio (*Conotrachelus retentus*) and Bacterial Isolates Associated With Black Walnut Kernel Necrosis

- **Farmers' Market of the Ozarks**

**Grant Award: \$28,209**

Increasing Nutrition and Consumption of Specialty Crop through the Farmers Market of the Ozarks Regional Marketing Campaign



- **University of Missouri**

**Grant Award: \$18,548**

Biology and Behavior of the Black Walnut Curculio

- **Menorah Legacy Foundation**

**Grant Award: \$15,000**

Expand the Kansas City Beans & Greens Mobile Market Program

- **River Hills Elderberry Producers**

**Grant Award: \$28,582**

River Hills Elderberry Producers Market Enhancement and Continuing Grower Education

- **Missouri Wine & Grape Board**

**Grant Award: \$30,000**

Identify Barriers that Impact the Purchase and Consumption of Wine and Grapes

- **University of Missouri**

**Grant Award: \$20,380**

Chestnut Weevil Management

- **Lincoln University**

**Grant Award: \$6,069**

Sweet Corn Production in Living Mulch

- **Lincoln University**

**Grant Award: \$25,868**

High Tunnel Tomato Variety Trials

- **Lincoln University**

**Grant Award: \$6,799**

The Effect of Rapeseed Meal on Soybean Cyst Nematode Damage to Edamame



- **University of Missouri**

- **Grant Award: \$30,000**

Organization and Hosting of the First International Elderberry Symposium

- **Lincoln University**

**Grant Award: \$10,0098**

Determining Maturity Groups for Edamame for Fresh Production in Missouri

- **Columbia Farmers' Market**

**Grant Award: \$26,683.00**

Increasing Sales and Distribution of Specialty Crops through Columbia Farmers' Market

# Director's Meetings

Abengoa Bioenergy  
ALOT Class XIV  
Association of Missouri Electric Cooperatives  
Bayer CropScience  
City of St. Louis Department of Health  
Delta Regional Authority  
Department of Conservation  
Department of Economic Development  
Department of Natural Resources  
Department of Transportation  
Feline Conservation Federation  
Hunte Corporation  
John Deere's Global Turf & International Division  
KMST, Missouri University of Science and Technology  
Lincoln University  
Livestock and Farm Protection Task Force  
McCullough Schlosser Consulting  
MFA  
Midwest China Hub Commission  
Missouri Ag and Small Business Development Authority  
Missouri Alliance for Animal Legislation  
Missouri Attorney General's Office  
Missouri Association of Meat Processors  
Missouri Black Expo  
Missouri Cattlemen's Association  
Missouri Corn Growers Association  
Missouri Court Appointed Special Advocates (CASA) Association  
Missouri Development Finance Board  
Missouri Farm Bureau  
Missouri Federation of Animal Owners  
Missouri Livestock Symposium Planning Committee  
Missouri National Guard  
Missouri Pet Breeders Association  
Missouri Petroleum Marketers & Convenience Store Association  
Missouri Pork Association  
Missouri Soybean Association  
Missouri State Fair Commission  
Missouri State Fair Foundation  
Missouri State Highway Patrol  
Missouri Vet Medical Association  
Missouri Wine & Grape Board  
Monthly Calls with USDA Deputy Secretary Kathleen Merrigan  
National Association of State Departments of Agriculture  
National Food Animal Vet Institute Board  
Office of Administration  
Regional Planning Commissions  
St. Louis Coro Fellows in Public Affairs  
Steinmetz Consulting, L.L.C.  
Subcommittee on Urban Farming Task Force  
The St. Louis American  
Three Rivers Community College  
Truman State University  
United States Department of Agriculture  
University of Missouri  
Westminster College

# Director's Events

## JANUARY 2011

MAESTRO Launch Event, Jefferson City, MO



## FEBRUARY 2011

Bonnie Plants Cabbage Contest Winner Presentation, Arnold, Mo.  
Midwest Grape & Wine Conference, St. Charles, Mo.  
House Rural Democrat Caucus, Jefferson City, Mo.  
Annual FFA Breakfast, Columbia, Mo.  
NASDA Mid-Year Meeting, Reston, Va.  
Agritourism - Small Fruit and Vegetable Conference, Springfield, Mo.  
ALOT Class Presentation, Jefferson City, Mo.  
Missouri Farm Bureau Legislative Banquet, Jefferson City, Mo.

## MARCH 2011

Exports Announcement – Volpi Italian Deli, St. Louis, Mo.  
Missouri Association of Meat Processors Annual Meeting, Columbia, Mo.  
Exports Announcement – Concannon Lumber, West Plains, Mo.  
Central Plant Board Meeting, St. Louis, Mo.  
MO-AG Legislative Day Dinner, Jefferson City, Mo.  
Missouri State Fair Press Conference, Sedalia, Mo.  
Livestock & Farm Protection Task Force Press Conference, Jefferson City, Mo.  
KMMO Ag Day, Marshall, Mo.  
10K Garden Challenge Kick-off Event, St. Louis, Mo.



Breakfast Roundtable with USDA Secretary Tom Vilsack, St. Louis, Mo.  
USDA Event Highlighting U.S. farmers and ranchers relative to the U.S. Korean Free Trade Agreement, St. Louis, Mo.  
Celebration of the New National Operations Center for USDA National Ag Statistics Service, Overland, Mo.



## **APRIL 2011**

10,000 Garden Challenge Giveaway Event, Jefferson City, Mo.  
10,000 Garden Challenge Event (School/Church/Community Contest announcement), Springfield, Mo.  
Exporter of the Year Event with National Enzyme, Springfield, Mo.  
Pilot Grove FFA Annual Banquet, Pilot Grove, Mo.

## **MAY 2011**

Flood Roundtable Meetings, Charleston & New Madrid, Mo.  
Flood Roundtable Meeting, Caruthersville, Mo.  
USDA Flood Assistance Information Meetings, New Madrid, Miner & Dexter, Mo.  
MU's 2011 Breimyer Seminar, Columbia, Mo.  
Barton County Rotary Rural-Urban Day, Lamar, Mo.  
Director of Ag Throws out First Pitch for Cardinals Game, St. Louis, Mo.  
MDA Encourages Communities to Grow and Give Event & 10,000 Garden Challenge Giveaway Event, Jefferson City, Mo.  
MO 4-H Equine Tour - Dinner & Panel, Jefferson City, Mo.

## **JUNE 2011**

2011 Missouri State Fair Kick-Off Party, Sedalia, Mo.  
Farmers' Market of the Year Event, Kansas City, Mo.  
Show-Me MO Back Country Horsemen 3rd Annual Land Manager Trail Ride, Black, Mo.  
Missouri Solution Press Conference, St. Louis, Mo.  
Monsanto Check Presentation (Ag Disaster Fund), Jefferson City, Mo.  
Ag BBQ Event, Jefferson City, Mo.  
NOVUS 20th Anniversary Celebration, St. Louis, Mo.  
Missouri Farm Bureau Resolutions Committee Meeting, Jefferson City, Mo.  
Taipei Economic and Cultural Office (TECO) Check Presentation (Ag Disaster Fund), Jefferson City, Mo.  
Midwest Association of State Departments of Agriculture Conference, St. Louis, Mo.  
ADM Tour, Mexico, Mo.

## **JULY 2011**

Tour of Urban Gardens, St. Louis, Mo.  
Missouri Department of Agriculture Golf Tournament, Jefferson City, Mo.



## **AUGUST 2011**

USDA Flood Assistance Information Meetings, Rock Port & Mound City, Mo.  
2011 Missouri State Fair, Sedalia, Mo.  
Opening Day Ceremony - 2011 MSF, Sedalia, Mo.  
Dr. Taylor Woods Celebration, Sedalia, Mo.  
Military Appreciation Day, Sedalia, Mo.  
Garden Event, Sedalia, Mo.  
Farm Family Day, Sedalia, Mo.  
Governor's Ham Breakfast, Sedalia, Mo.  
Livestock & Farm Protection Task Force Press Conference, Sedalia, Mo.  
First Lady's Pie Contest, Sedalia, Mo.  
Focus on Missouri Agriculture Photo Contest Event, Sedalia, Mo.  
Sale of Champions, Sedalia, Mo.  
10,000 Garden Challenge Giveaway Event, Marshall, Mo.  
Barton Farm Campus Dedication - North Central Missouri College, Trenton, Mo.  
KC Homecoming 2011 - Corridor Corral, Kansas City, Mo.



## **SEPTEMBER 2011**

Ag Disaster Relief Fund – Bollinger County Check Presentation, Marble Hill, Mo.  
Delta Center Field Day, Portageville, Mo.  
Director of Ag is Grand Marshall of St. James Grape & Wine Festival Parade, St. James, Mo.  
Mid Missouri Responsible Breeders Meeting, Lebanon, Mo.  
National Association of State Departments of Agriculture Annual Meeting, Salt Lake City, Utah  
2011 CAFNR Week Event, Columbia, Mo.  
MO Animal Control Association Annual Training Conference, Branson, Mo.  
Town Hall Meeting, Harrisonville, Mo.  
Bowling Green Rotary Club Luncheon, Bowling Green, Mo.  
River Meeting with River Bottom Farmers, Bowling Green, Mo.  
Town Hall Meeting, Mexico, Mo.  
Missouri Pork Month Luncheon, Jefferson City, Mo.  
Town Hall Meeting, West Plains, Mo.  
Pioneer New Madrid Ribbon Cutting & Open House, New Madrid, Mo.  
CPS of Bernie - Environmental Respect Award Celebration Day Event, Bernie, Mo.  
Ag Disaster Relief Fund – Scott County Check Presentation, Benton, Mo.

# Director's Events...Continued

## OCTOBER 2011

AMEC Annual Meeting, St. Louis, Mo.  
Walnut Grove Library Visit, St. Louis, Mo.  
China Trade Mission Announcement, Kansas City, Mo.  
China Trade Mission Announcement, St. Louis, Mo.  
China Trade Mission Trip, China

## NOVEMBER 2011

Ag Disaster Relief Fund – Holt County Check Presentation, Oregon, Mo.  
Ag Disaster Relief Fund – Atchison County Check Presentation, Rock Port, Mo.  
Green Hills Regional Planning Commission Annual Meeting, Trenton, Mo.  
Moniteau County Cattlemen's Dinner, California, Mo.  
10,000 Garden Challenge Giveaway Event, St. Louis, Mo.  
10,000 Garden Challenge Giveaway Event, Kansas City, Mo.  
ALOT Annual Dinner, Columbia, Mo.  
48th Annual Jefferson City NAACP Freedom Fund Dinner, Jefferson City, Mo.  
Thank A Farmer Event, Jefferson City, Mo.

## DECEMBER 2011

Missouri Livestock Symposium, Kirksville, Mo.  
Farm Bureau's Ag Leaders Luncheon, Osage Beach, Mo.  
Classroom Visit to Kellybrook Elementary School, Liberty, Mo.  
Ag Disaster Relief Fund – Platte County Check Presentation, Rushville, Mo.  
45th Annual National Young Farmer Educational Association Institute 2011, Kansas City, Mo.  
10,000 Garden Challenge Giveaway & Winter Harvest for Hunger Launch Event, Jefferson City, Mo.  
Bonnie Plants Cabbage Contest Winner Presentation, California, Mo.





# Recognition

## 2011 Ag Exporter of the Year

The Missouri Department of Agriculture recognized National Enzyme Company of Forsyth, Mo. as the 2011 Agricultural Exporter of the Year. National Enzyme Company specializes in developing enzyme blends for human and animal consumption. National Enzyme Company is the oldest enzyme company in the U.S. and has grown from three employees to over 100 during their 75-year tenure. The company now has over 300 customers located in 42 countries and currently holds 80 percent of the global natural enzyme market. During their 30-year tenure in Missouri, National Enzyme Company has become the largest private employer in Taney County and established community service programs, including a partnership with their local food bank and educational programs for healthy lifestyles.

Recipients of the award are selected by the Missouri Department of Agriculture, with assistance from the University of Missouri College of Agriculture, Food and Natural Resources and representatives from the U.S. Department of Commerce Foreign and Commercial Services' Export Assistance Center and the Missouri Department of Economic Development International Trade Program.



*Director of Agriculture Dr. Jon Hagler recognizes National Enzyme Company as 2011's Ag Exporter of the year.*

## Farmers' Market of the Year

Each year, AgriMissouri partners with the Missouri Farmers' Market Association to select a Farmers' Market of the Year. In 2011, Bad Seed Farmers' Market in Kansas City received the honor and a check for \$1,000 to use for marketing and business development. This market of under 20 vendors made national headlines and waves throughout the local food world as their initial location within the city limits also featured a  $\frac{3}{4}$  acre farm, which was in violation of a long forgotten city ordinance. When neighbors used the law to try to shut them down, the group worked with city leaders to change the laws and make Kansas City one of the nation's leaders in urban farming policy.



Bad Seed is a year round market featuring all organic vendors. The market also participates in the Beans and Greens program, doubling the dollars of EBT users. Their downtown location is one of the few grocery outlets in a designated food desert, and approximately 40 percent of their sales are attributed to the EBT access initially provided through a grant from the Department of Agriculture. Since leaving the  $\frac{3}{4}$  acre plot that grew the name "Bad Seed", owners Brooke and Dan have worked with city leaders to convert unused city land into Urbavore, a new 14 acre farm, city wide composting facility and farm stand within the city limits.

## Farmers' Market Champions of the Year

Tim Green of the Webb City Farmers' Market and Larry and Josephine Dowell of the Fair Grove Farmers' Market were selected as 2011 Farmers' Market Champions of the Year. The Champion of the Year award, sponsored by AgriMissouri and the Missouri Farmers' Market Association, recognizes the contributions individuals make to Missouri's farmers' markets, to their communities, to Missouri farmers and the efforts of those individuals to share their passion with others.

Larry and Josephine Dowell have been fixtures at the Fair Grove Farmers' Market for the last seven years. Larry, a retired doctor, and Josephine, a retired nurse, donate their time each week to the 345-member Fair Grove Farmers' Market Growing with Kids club. The Dowell's also distribute plants, seeds and advice to novice gardeners. They are both master gardeners through the University of Missouri Cooperative Extension Service's Master Gardener program and donate far more time to the markets' youth than the program's required 30 hours of community service.

Tim Green is a long-time grower who has shown a commitment to teaching others. In 2004, he connected with other growers in the Webb City area through a University of Missouri Extension workshop on selling produce at farmers' markets. Tim now works through the Webb City Farmers' Market to teach others, including individuals within his native Hmong community, basic and advanced skills for growing and selling produce. He leads a well-received series of workshops on the use of high tunnels for growing vegetables, and most recently, he has shared knowledge gained on his farm about the impact of heavy irrigation on water pH and the effects of lowered pH on production.

Tim also serves as president of the Webb City Farmers' Market Board and led the effort to require all produce growers at the market complete a food safety course.



*Larry and Josephine Dowell are named the 2011 Farmers' Market Champions of the Year.*

# Employee/Department Awards and Honors

*The Department of Agriculture is blessed with employees dedicated to their respective divisions and most importantly, agriculture. In 2011, many Department of Agriculture employees were recognized for their commitment.*

## Agribusiness Development

**Misti Preston**, Agriculture Business Development Division Director, received the National Association of State Departments of Agriculture honor award for communications.

**Shelley Haslag**, Senior Office Support Assistant in the Agriculture Business Development Division, received the Department's Employee of the Quarter award.

## Animal Health

**Dennis Epperly**, Animal Health Officer within the Department's Animal Health Division, received a certificate of appreciation from Task Force Phoenix for his assistance in recovery efforts following the Joplin tornado this year.

**Dr. Harold Treese**, Director of the Meat and Poultry Inspection Program in the Animal Health Division, received the Department's Employee of the Quarter award.

**Dr. Joe Baker**, a veterinarian in the Animal Health Division, received the Department's Employee of the Quarter award.

**Matt Rold**, Animal Care Program Manager, received the Department's Manager of the Year award for 2011.

**Dr. Taylor Woods**, Senior Advisor to the Director, received the 2011 Annual Award from the National Assembly of State Animal Health Officials and the Outstanding Service to Agriculture award from the Missouri Farm Bureau. Dr. Woods was also honored during the Missouri State Fair this year with the dedication of the Taylor Woods Youth Building on the fairgrounds.

## Grain Inspection & Warehousing

**Chris Lunsford**, Service Point Manager of the Marshall office of the Grain Inspection & Warehousing Division, received the Department's Employee of the Quarter award.

## Missouri Wine & Grape Board

**Danene Beedle**, Marketing Director for the Missouri Wine & Grape Board, was inducted into the St. Louis Chapter of Les Dames d'Escoffier, a philanthropic society of professional women in the fields of food, fine beverage and hospitality.

## Plant Industries

**Judy Grundler**, Plant Industries Division Director, was appointed as the State Government Representative to the Missouri Cotton Growers' Organization Board for a two year term.

**Collin Wamsley**, Manager of the Bureau of Plant Pest Control, was elected to a two year appointment as the Secretary-Treasurer for the Central Plant Board.

**Susan Ehlenbeck** and **Sarah Phipps**, both Plant Protection Specialists with the Bureau of Plant Pest Control, received Employee of the Quarter awards from the Department.

## State Milk Board

**Missouri's State Milk Board**, in conjunction with the Missouri Department of Agriculture and the Missouri Department of Health and Senior Services, received the national Leveraging/Collaboration Award from the Food and Drug Administration for work related to investigating contaminated cheese produced in the state and sold throughout the U.S.

## Weights, Measures & Consumer Protection

**Leroy Raymond**, Small Scale Inspector in the Weights, Measures & Consumer Protection Division, received the Department's Employee of the Year award.

**Ron Hayes**, Weights, Measures & Consumer Protection Division Director, was named chair of the National Conference on Weights and Measures Fuels and Lubricants Subcommittee. He is also a member of the NCWM Board of Directors.



*Dr. Taylor Woods receives the James A. Graham Award for Outstanding Service to Agriculture. from Director of Agriculture, Dr. Jon Hagler.*



# Dr. Taylor Woods

## Outstanding Service to Agriculture

A native of Ava, Mo., Taylor Woods has served Missouri as the state's top veterinarian twice, with a total tenure of nearly 20 years leading the Department of Agriculture's Animal Health Division. During his time as State Veterinarian, Dr. Woods led Missouri to the forefront of the U.S. livestock industry.

In his accomplished career, he has developed procedures and policies to identify and combat tuberculosis, pseudorabies, avian influenza, CWD and dozens of other diseases that have threatened the viability of Missouri's livestock industry. Dr. Woods led the charge in eliminating the last positive Brucellosis herds in the state and Missouri was granted a bovine brucellosis free status in May 2004. He was instrumental in obtaining a pseudorabies-free status in both Missouri and Arkansas.

Dr. Woods also developed the Equine Infectious Anemia programs in Missouri and Arkansas, which have been instrumental in the reduction of positive equines and remains a valuable asset to the eradication of the disease. Further, Dr. Woods led the group of veterinarians and biologists in determining the necessary testing and animal health practices for Missouri's first foray into reintroducing elk to the state.



State Veterinarian Dr. Taylor Woods was recognized for his 20 years of service and commitment to supporting youth involvement in agriculture and the Missouri State Fair on opening day of the 2011 Fair.



Gov. Jay Nixon, right, visits with Missouri Department of Agriculture veterinarians Dr. Linda Hickham and Dr. Taylor Woods during a visit to the Missouri State Fair in Sedalia.

"His many successes have forever strengthened Missouri agriculture," said Missouri Department of Agriculture Director Dr. Jon Hagler. "Dr. Woods will continue to inspire youth for years to come. His outstanding contributions to Missouri's livestock industry and his work with youth have earned him utmost respect and recognition far beyond the borders of Missouri."

Dr. Woods' dedication, professionalism and integrity has earned him wide recognition, including several state and national awards. In 2010, he was awarded James A. Graham Award for Outstanding Service to Agriculture by the National Association of State Departments of Agriculture - a prestigious award for commitment and dedication to the agriculture industry. In 2011, Dr. Woods was honored during the Missouri State Fair with the dedication of the Taylor H. Woods Youth Building, and in 2012 the Missouri Pork Association and Missouri Farm Bureau recognized him with awards for his outstanding service.

Despite stepping down from the State Veterinarian's role in late 2011, Dr. Woods continues to share his experience and expertise with the agriculture industry. He now serves as a senior advisor to Missouri Director of Agriculture Dr. Jon Hagler, specializing in animal health and food safety.

**Professionally, I am most proud of our accomplishments in disease control – not only brucellosis-free status, but also our efforts to address threats of bovine tuberculosis, pseudo rabies, chronic wasting disease and so many other challenges our livestock industry has faced.**

**Personally, supporting agriculture and youth involvement in agriculture has been a very important part of my role both as a private practice veterinarian and while serving as the State Veterinarian. It has been a pleasure to be there to teach young people to care for their animals and to prepare them for both the show ring and the sale barn.**

**- Dr. Taylor Woods**



**[mda.mo.gov](http://mda.mo.gov)**